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The Glendale Glance



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June 2015– Issue 8

Glendale Office of Economic Development

Randy Huggins Joins the Glendale Economic Development Team

Randy Huggins has joined the City of Glendale Office of Economic Development as its newest team member, in the position of Economic Development Specialist. Randy joins the team from the City's Building Safety Division, where he served as Supervisor/Senior of the Development Services Center for the past seven years. Prior to this Randy worked as a general commercial and residential contractor in the Greater Phoenix area. Randy is currently an MBA student and will earn his degree later this year from the University of Arizona. He received his BSBA in Entrepreneurship from U of A in 1999 and was a student at Oxford University as part of an English literature summer study abroad. He has a reputation of being very dedicated and has received numerous commendations from customers and staff. In 2013 he was presented an award by the Mayor and City Manager for chairing the "Top United Way Campaign of 2012." The Office of Economic Development is thrilled to welcome Randy to the team!



Healthcare Options Continue to Grow in Glendale

The Office of Economic Development is pleased to announce the construction of a new Primary Care center from Honor Health, located at 62nd Ave and Bell Rd. This new single story 27,600 medical office building is intended to be a one-stop shop for primary care and will include an ambulatory care center, imaging capabilities, rotating specialists and a community room; it is slated to open November 2015.

Additionally Cardiac Solutions has expanded in Glendale, locating in a 10,000 square foot space at Talavi Corporate Center. Founded in 1984, this location will provide physicians, clinical programs, education, ultrasound and nuclear testing.

Amform Expands Glendale Footprint

Amform, the manufacturing arm of U-Haul will be occupying the site of a 120,000 sf property near 56th Ave and Bethany Home Rd previously owned by Delaware North and the location of the Glendale Park 'N Swap. U-Haul purchased the building for \$5.7 million. Amform employs approximately 100 people and manufacturers moving products for U-Haul. The

newly purchased building is three times the size of their former facility located at Grand Ave and Camelback Rd.

CSAA is Hiring!

CSAA Insurance Group, a AAA Insurer is looking for career minded individuals interested in becoming insurance professionals. The company is holding an on-site job fair this Wednesday, July 15th from 3-6:30 pm at 5353 W. Bell Road, Glendale AZ 85308. Interviews for Insurance Customer Service Associate positions will be held at the event.

CSAA Insurance Group is looking for people who are caring, courteous and thrive in a fast-paced environment plus will strive to deliver the company's promise of service the AAA way. As a team member you can expect a career path with a clear direction, an opportunity for career advancement and a leadership team committed to your success. In addition you will receive benefits that have you covered today and will be there for you in the future. These benefits include, but are not limited to, paid training and complete sponsorship for obtaining your adjusters license, paid time off, paid volunteerism, AAA insurance discounts, tuition reimbursement and a free AAA Membership.

You can apply for the Insurance Customer Service Associate – Glendale position online before the job fair at csaa-insurance.aaa.com. Apply, complete the online assessment (sent to you via email when you apply) and interview at the job fair. Or, if you prefer, you can complete all of this at the job fair. Please bring your resume to the event. A high school diploma or equivalent and 1-2 years prior customer service experience is required.

CSAA Insurance Group hopes you attend the on-site event so you can learn more about where a career in insurance with CSAA Insurance Group, a AAA Insurer could take you.

For more information please visit: csaa-insurance.aaa.com



CSAA Insurance Group,
a AAA Insurer

Procurement Fair Recap

The city is proud to have co-sponsored the 11th Annual Procurement Fair and Business Expo on Thursday, May 7, 2015 with the Glendale Chamber of Commerce, Luke Air Force Base and the Procurement Technical Assistance Center. The event was held at the Glendale Civic Center and was well attended. Seminars were conducted on how to do business with federal, state and local governments as well as some of the Valley's larger companies.

Events and Activities

Economic Development staff represented Glendale at various events recently:

- ICSC RECon is the world's largest gathering of retail professionals, with over 34,000 attendees. Glendale staff met with brokers representing Glendale properties and targeted retailers.
- With over 15,000 attendees Bio International is the premier biotechnology show. Glendale staff joined the Arizona Commerce Authority in representing Arizona to this important industry.
- The City of Glendale joined with other communities and the Greater Phoenix Economic Council to meet with Dallas site selectors. Site selectors are a crucial part of the project pipeline.
- Economic Development staff accompanied Mayor Weiers to represent the Greater Phoenix area at a reception for over 50 executives and brokers from California, hosted by GPEC and Voit Real Estate Services. Senator John McCain was present to discuss issues critical to business owners.
- The Department participated in the Future Cities Collaborative program sponsored by the United States Studies Centre and hosted by AECOM, ULI and the Sydney Western Business Chamber. A delegation from Australia toured Los Angeles, Greater Phoenix, Dallas and Chicago to learn best practices. The delegation chose to visit

Glendale's Sports and Entertainment District to learn more about the stadium and the development that has occurred along the Loop 101 in the SED.

- A delegation from El Paso County, CO and the city of Colorado Springs visited Greater Phoenix in May. A portion of their trip included a visit to the Sports and Entertainment District to learn more about the role sports has played in the development along the Loop 101.

Calling all Small Businesses!

The Office of Economic Development is pleased to discuss a great resource for you – the Maricopa Small Business Development Center (SBDC). The SBDC is funded by the US Small Business Administration and provides one-on-one advising to Maricopa businesses at no cost. They also offer free or low cost training to small business owners on a variety of topics including starting a small business, social media, intellectual property and profit mastery. Numerous additional resources are also available online that cover finance, marketing, management and more. For more information check out <http://maricopa-sbdc.com>.

The state's Procurement Technical Assistance Center is a specialty program of the Arizona Small Business Development Center Network and is headquartered in Glendale. The PTAC provides consulting services to small business owners interested in learning how to secure government contracts. For more information check out <http://www.azsbdc.net/special-programs/procurement/>.

Arizona Commerce Authority Resource for Small Businesses

The Arizona Commerce Authority offers the Arizona Innovation Accelerator Fund (AIAF), an \$18.2 M loan participation program through the US Department of Treasury's State Small Business Credit Initiative. The program provides debt financing to expanding Arizona companies by working in collaboration with lending institutions and private financing partners. Loans range from \$50,000 to \$2 M, can fund up to 49.9% of a financing package, and may be used to support finance packages of up to \$20 M.

Qualified businesses include for-profit existing corporations, limited liability companies, partnerships and other companies with less than 500 employees. The company must have a significant portion of operations in Arizona or be intending to establish new operations in the state. Priority is given to companies in industries targeted by the ACA (i.e. advanced business services, healthcare and bioindustry, advanced manufacturing and aerospace).

For additional program information, contact the [Arizona Commerce Authority](#).

What's New in Downtown Glendale?

Economic Development, in close collaboration with Transportation and Planning, is working with Valley Metro and the City of Phoenix on the evaluation of high capacity transit in Glendale. The study is currently focusing on potential route options with the goal of deciding on a locally preferred alignment. A public meeting was held on June 3rd to update residents on the progress to date. Additionally a Community Working Group comprised of concerned residents and business owners has been formed to study and provide input on potential routes through downtown Glendale. The group will be meeting throughout the summer and fall as they progress through their evaluation.

Updates on the project can be found on Valley Metro's website or by clicking [here](#).

Glendale 1st Quarter Building Occupancy

Industrial vacancy rates in Glendale remain well below the metro Phoenix average at about 5.6%. Currently nearly 10.5 million square feet of space is occupied, while

just over 625,000 square feet is vacant.

Glendale's office vacancy rate continues to drop, declining by more than 2% compared to the previous quarter. While still above the metro average, this shows a distinct trend in the right direction.



Retail vacancy rates have continued to decline, from 7.1% in 3rd quarter 2014 to 7.0% in the 4th quarter. The city now has less than a million square feet vacant, a level not seen since the beginning of 2008. Vacancy in this sector continues to remain below the regional average, showing Glendale is the place to be for retailers!

Rate	Retail	Industrial	Office
Square feet Vacant	912,248	626,073	1,157,651
Square feet Occupied	12,730,183	10,456,942	3,741,572
Percent Vacant	7.0%	5.6%	23.6%

Market Comparisons:

	Glendale:	Metro Phoenix:	National:
Retail Vacancy:	7.0%	9.8%	6.0%
Industrial Vacancy:	5.6%	11.8%	7.0%
Office Vacancy:	23.6%	16.9%	10.9%

Source: Costar, 1st Quarter

Spotlight on – Business Retention and Expansion

The Glendale Office of Economic Development focuses on five key pillars: Business Attraction, Business Retention and Expansion, Redevelopment, Business Assistance and Major Events. The major element of Business Retention and Expansion is to provide assistance and support to existing Glendale businesses to keep them growing and thriving in our community. We can assist companies located in Glendale with finding the right real estate if they are expanding, provide them with demographics and research information and shepherd them through the expansion process. The recent expansion announcements of Amform and Cardiac Solutions show the importance of this key pillar of economic development..

Meet the Glendale Economic Development Division:

- Brian Friedman, Director
- David McAlindin, Assistant Director
- Jean Moreno, Officer
- Kristen Stephenson, Administrator
- Randy Huggins, Specialist
- Suzie Ricard, Administrative Assistant
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